

Message Text

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44

ACTION EUR-25

INFO OCT-01 ISO-00 CIAE-00 PM-07 H-03 INR-11 L-03 NSAE-00

NSC-07 PA-04 RSC-01 PRS-01 SP-03 SS-20 USIA-15 EB-11

OMB-01 CIEP-03 TRSE-00 DRC-01 /117 W

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R 201207Z SEP 74

FM AMEMBASSY THE HAGUE

TO SECSTATE WASHDC 4406

SECDEF/ASD/ISA/(SA)DSAA

INFO AMEMBASSY BRUSSELS

AMEMBASSY OSLO

AMEMBASSY COPENHAGEN

AMEMBASSY BONN

AMEMBASSY LONDON

AMEMBASSY PARIS

USMISSION NATO

USNMR SHAPE BRUSSELS

DEPT OF COMMERCE WASHDC

CSAF WASHDC

CJCS WASHDC

C O N F I D E N T I A L THE HAGUE 4659

E.O. 11652: GDS

TAGS: MASS, NL, BE, NO, DA

SUBJ: DUTCH REACTIONS TO MOD VISIT TO U.S., 12-13 SEPT 74

SUMMARY: MAAG CONVERSATIONS HELD WITH RNLAFF PERSONNEL WHO ACCOMPANIED MOD BREDELING TO VISIT SECDEF, PLUS DCM TANGUY AND COL MILLER'S VISIT WITH GENERAL STOKLA HAS PROVIDED AN OVERVIEW OF CONSORTIUM REACTION AND THOUGHTS.

"WELL PLEASED" ENCAPSULATES THE DUTCH REACTION TO THE U.S. VISIT. END SUMMARY.

SIGNIFICANT HIGHLIGHTS WERE:

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1. VISIT PROVIDED EXCELLENT OPPORTUNITY FOR MOD TO RENEW

ACQUAINTANCES AND MEET U.S. PERSONNEL INVOLVED IN FORTHCOMING U.S. AIR FORCE DECISIONS.

2. COMMENTS MADE BY U.S. POLITICAL PERSONNEL CONCERNING CONGRESSIONAL INTENT WERE EXTREMELY EFFECTIVE.

3. MODS WERE IMPRESSED WITH ADVANCED TECHNOLOGY AND CAPABILITIES OF AIRCRAFT. CONFIRMATION OF U.S. PURCHASE OF 600 AIRCRAFT FOR U.S. AIR FORCE INVENTORY PLUS U.S. AIRCRAFT DEPLOYMENT TO EUROPE WAS A STRONG POSITIVE FACTOR IN MODS REACTION.

4. DUTCH EMPHASIZED BELGIAN MOD VAN DEN BOEYNANTS WAS PROVIDED CONSIDERABLE INFORMATION THAT HE HEARD FOR THE FIRST TIME, HIS REACTION SEEMED FAVORABLE.

5. ALTHOUGH METHOD OF PROCUREMENT (FIXED PRICE INCENTIVE FEE CONTRACT) WAS COMPLEX AND NOT WELL UNDERSTOOD BY MODS AT BRIEFING IN WASHINGTON, MODS LEFT WITH IMPRESSION U.S. HAD STRONG METHODS TO MANAGE AND CONTROL COSTS AND CONSORTIUM WOULD NOT BE LEFT AT MERCY OF CONTRACTOR COST OVER-RUNS.

6. DUTCH SEEMED WELL PLEASED WITH U.S. REMARKS CONCERNING METHOD OF PURCHASE. AN FMS SALE WITH REDUCED ADMINISTRATIVE CHARGES APPEARED BEST METHOD.

7. ONE TEAM MEMBER STATED DUTCH HAVE NO STRONG PREFERENCE FOR A PARTICULAR U.S. AIRCRAFT. BELIEVE ADVANTAGES IN ONE COULD EASILY OFFSET ADVANTAGES OF OTHER. RNLAf HAS SINCERE DESIRE TO PARTICIPATE IN SOURCE SELECTION AND EVALUATION. WILL ATTEMPT TO PERSUADE OTHER MEMBERS OF CONSORTIUM AND MODS TO SUPPORT CONCEPT OF PARTICIPATION BEGINNING NOV 74.

8. AN UPDATE ON CONSORTIUM MEETING SCHEDULE WAS PROVIDED:

SEP 17-20 CONSORTIUM MEMBERS WILL UPDATE FINAL REPORT IN BRUSSELS

SEP 27 STEERING COMMITTEE WILL REVIEW FINAL REPORT

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OCT 2-3 MOD TEAM WILL VISIT SWEDEN

OCT 7 MODS WILL MEET IN BRUSSELS TO BE BRIEFED ON FINAL REPORT

9. TOP ON AGENDA FOR MODS MEETING WILL BE A (1) DUTCH RECOMMENDATION TO DELAY ANY MAJOR CONSORTIUM DECISION UNTIL JAN 75 AND (2) SEEK MOD APPROVAL TO PARTICIPATE IN SOURCE SELECTION AND EVALUATION.

10. DCM CALLING ON STATE SEC'Y FOR DEFENSE STEMERDINK
SEPT 20 AT LATTER'S REQUEST TO DISCUSS F104 REPLACEMENT.
GOULD

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